R5650-2

JAPAN · ECONOMIC · INSTITUTE

JEI

REPORT

NO. 27A July 17, 1987

U.S. IMPORTS FROM JAPAN: A REVIEW OF 1986 SALES

Summary

American manufacturers counting on the strong yen to help them regain part of the business they had lost to Japanese competitors during the 1983-85 expansion were thwarted more often than not last year by their trans-Pacific rivals. According to the textbooks, exporters should have tried to maintain profit margins by boosting the dollar prices of U.S.-bound shipments in line with the yen's 57.8 percent jump over the course of 1985 and 1986. That was the game plan in 1978. This time around, though, major suppliers opted for a different strategy: passing on only a fraction of the yen's higher value to protect their U.S. market share. Companies in a long list of industries could afford to absorb the bulk of the yen-dollar realignment in lower profit margins -- at least over the short run -- because they had not trimmed export prices when the dollar was climbing in the first half of the 1980s; they also found ways to reduce production costs. In addition, hedging in the forward exchange market protected big exporters from the near-term impact of the rising yen.

However small, the rise in Japanese prices meant another surge in the import numbers for Japan. But 1986's 19.1 percent jump in purchases to $81.9 billion reflected more than just the J-curve at work. The volume of Japanese-made imports also continued to expand even though the growth of inflation-adjusted domestic demand was paltry for the second straight year. Nonprice competitive factors explained part of this seeming anomaly, but the main key was the response of American industry to higher prices on Japanese products. Instead of holding the line to improve their weak competitive position, U.S. manufacturers in a wide range of business lines raised their prices in an attempt to rebuild profit margins.

The 31.5 percent jump to $32.9 billion in purchases of automotive products from Japan was just the most graphic demonstration of the trade impact of these twin developments. They could also be seen in the capital goods numbers, which were up 17.7 percent to $25.3 billion, and in the 11 percent gain in consumer goods for a total of $15.5 billion. In fact, the only thing that kept the growth of the import tally close to 1985's 20.4 percent rate was a 1.2 percent dip to under $7 billion in arrivals of intermediate products.

Import Profiles

Automotive Products - Japan's automotive manufacturers and their American distributors had to take a quick refresher course last year on how to sell cars. No longer could dealers move the top-selling Japanese models off the lot almost as fast as they arrived and at prices above list the way they did during the 1983-85 period of pent-up U.S. demand and short Japanese supplies. Demand, while strong in 1986, was not as robust as it had been, in part because Americans had bought 30.6 million cars plus nearly 11.2 million light trucks over the previous three years; the slower pace of the economy and the staggering volume of consumer debt also took the edge off demand. At the same time, Detroit repeatedly demonstrated that it was prepared to go the expensive route of low-cost financing and rebates whenever sales of domestic makes dipped and inventories started to get out of line. Japanese car dealers also got their first taste of import competition in the U.S. market's low end with the arrival of Korea's Hyundai Motor Co. But what really worried Japanese car makers in 1986 was the impact of higher sticker prices on sales.

Japanese exporters had the luxury of taking a wait-and-see attitude on price increases when the yen began to appreciate in late February 1985 because the boom in American demand and the limits on U.S.-bound shipments added up to continued fat profit margins. With the start of the 1986 model year in September 1985, however, the industry began to play catch-up, hiking prices by a bigger-than-usual margin at the time they were introduced. More of the yen's rise was passed through in December, March and May/June 1986 as the Japanese currency went from mid-September's Y240=$1.00 level to Y170 or so in the spring. For the top Japanese nameplates -- Toyota, Nissan, Honda and Mazda -- Automotive News calculated that these increases averaged out to a $1,331 or 13.9 percent price hike for the 1986 selling season. And that was not the end of catch-up pricing: stickers were also upped at the beginning of the 1987 model year by anywhere from an average $372 (Honda) to $452 (Nissan).

While the five rounds of price hikes produced a politically damaging bulge in the import numbers as car purchases jumped 29.7 percent to $21.1 billion, at first glance there was little consumer resistance to the higher Japanese stickers. After all, sales of made-in-Japan cars expanded 7.4 percent in 1986 to a new record of 2,382,167 units and supplied 20.8 percent of the American market -- 0.7 point more than the year before. Retail deliveries of domestic makes, in contrast, barely exceeded 1985's figure with volume up just 0.1

The JEI REPORT (ISSN 0744-6489) is published weekly for $40 per year by the Japan Economic Institute of America, 1000 Connecticut Avenue, N.W., Washington, D.C. 20036. Second class postage paid at Washington, D.C. POSTMASTERS: Send address changes to JEI, 1000 Connecticut Avenue, N.W., Washington, D.C. 20036.

percent to 8,214,662 cars. That slim gain, moreover, was entirely the result of higher sales of cars assembled by Honda of America Manufacturing Inc., New United Motor Manufacturing Inc. (the Toyota Motor Corp.-General Motors Corp. joint venture) and Nissan Motor Manufacturing Corp. U.S.A., which jumped from 221,364 units in 1985 to 465,637 vehicles last year. And in a double blow for the U.S. Big Three, it took advanced car buying to limit the drop in their sales to 2.3 percent for a total of 7,602,261. Some sales were stolen from 1987's first half by Detroit's aggressive use of incentives; a yearend buying binge, triggered by the coming elimination of the sales tax deduction under tax reform, propped up the numbers as well.

A closer look at the sales statistics for Japanese manufacturers, however, revealed that they too were having problems. For openers, sales of Japanese nameplates were not as strong as the aggregate number suggested since nearly two-thirds of the extra imports retailed in 1986 had a General Motors or Chrysler Corp. badge. However, this was not the best evidence that the price hikes were causing marketing headaches because it was largely dictated by the government. Tokyo had earmarked the biggest part of the increase in the sedan and hatchback export ceiling for GM's and Chrysler's Japanese affiliates when the limit was raised in April 1985 from 1.85 million units to 2.3 million. It then opted to maintain existing company export allocations after rising protectionist pressures in the United States persuaded policymakers in early 1986 to keep the restraints in place for a sixth year.

But the modest sales increase posted by Japanese nameplates was not the only sign of pricing problems. For one thing, dealers generally sold a less profitable mix of models in 1986. With demand outstripping supply in the 1983-85 period, Japanese car makers had made the move into the midsize and luxury markets that are Detroit's mainstay. While not abandoning that strategy last year, most companies were forced to ship more cars at the lower end of their product line to the United States to keep sales on the upswing.

Then there were the inventory numbers. Skimpy stocks were a constant source of frustration for the U.S. marketing units of Japan's car makers during the 1983-85 boom, putting a lid on sales month after month. In 1985, for example, stocks never got higher than the year's opening total of a 26-day supply, itself less than one-third of what dealers said they needed to keep sales moving. That changed in 1986. Inventories zigzagged up to a 42-day supply on November 1 -- the highest figure in 46 months and a sure sign that sales were slowing since the import volume was only up 3.6 percent in 1986 to 2,618,709 cars. Toyota's and Honda's distribution networks could still sell all the cars they received from Japan, but Nissan, Mitsubishi and Isuzu dealers were clearly starting to have problems; so too were GM and Chrysler with their Japanese imports.

Perhaps the most telling sign that car buyers were balking at higher Japanese sticker prices was the spread of discounting in the last months of 1986. Auto industry analysts had been expecting this development since early in the 1986 model year, but import dealers were able to postpone the inevitable for almost 12 months thanks to Detroit's pricing decisions.

The U.S. Big Three had the chance to put real pressure on their Japanese competitors by holding the line on prices during the 1986 model year, but General Motors and Ford Motor Co. squandered this opportunity. The world's biggest motor vehicle company, Automotive News estimated, upped prices on 1986 models by an average of $950, which was just shy of the raises made by the leading Japanese importers. Pricing of 1987 domestic models at introduction reflected the same strategy of keeping profit margins fat even at the expense of sales, with GM's average $368 increase matching almost dollar for dollar the boosts for Toyota, Nissan and Honda, and Ford's $295 markup coming close. These hikes, plus smaller ones by Chrysler, allowed the Big Three to earn $7.6 billion in 1986 despite their costly incentive programs. But in the process of chalking up the third-highest profits on record, Detroit helped the competition market more cars and make extra money on those sales.

While Detroit's pricing policies averted a bruising fight for car sales, domestic industry executives harbored no illusions about the willingness of Japanese motor vehicle makers to flex their considerable marketing muscle to protect their U.S. sales position. That is what they have had to do in the hot but fiercely competitive American compact truck market.

Sales of downsized pickup trucks, vans and sports/utility vehicles increased five times between 1981 and 1986, with last year's 14.3 percent gain lifting the total to 2,564,566 units. The growing number of new vehicle buyers unwilling or unable in 1986 to foot the $12,500 average bill for an American car or the equally high cost of a Japanese model was one reason small trucks set a fifth straight sales record last year. Unrestricted trade in trucks (except for passenger vans) also helped to expand the market. But Detroit deserved a big part of the credit because of its smart product development in the early and mid-1980s. Having stood by in the late 1970s while Japanese makers carved out a U.S. market for small pickups, domestic manufacturers unveiled a versatile lineup of compact pickups, sports/utility vehicles and vans that triggered an expanding crossover of car buyers to trucks -- particularly for second or third family vehicles.

The U.S. industry's success in the small truck market kept Japanese producers on the defensive through the first half of the 1980s, but as suppliers demonstrated again in 1986, they were not prepared to give up more market share without a fight. Pricing of pickups remained aggressive despite four rounds of hikes on 1986 models and higher 1987 model prices since importers generally raised truck prices by smaller margins than car prices. For example, stickers on price-leader models, which had been maintained at $5,999 for four years, were raised to either $6,299 (Isuzu and Mitsubishi) or $6,599 (Mazda, Nissan and Toyota). At the same time, Japanese marketers continued to make liberal use of incentives, whether cash to dealers or cut-rate financing and rebates to buyers, to improve pickup sales -- something they resisted doing on cars last year. Truck makers also made changes in their products to meet a wider variety of passenger, cargo and performance requirements and backed these features as well as their competitive pricing moves with heavy advertising.

These expensive marketing strategies continued to pay dividends in terms of volume, with 1986 sales of Japanese compact truck nameplates up 15.9 percent to 937,031 units (including roughly 100,000 pickups assembled by Nissan in

Tennessee). But for all the marketing attention pickups received last year, much of this gain ironically came from small sports/utility vehicles -- the Isuzu Trooper II, Mitsubishi Montero, Nissan Pathfinder, Toyota 4Runner and particularly the Suzuki Samurai, which was a runaway success in its first full year on the American market. In the process, though, light truck imports from Japan ballooned 41 percent to $4.8 billion on a 21.4 percent shipment increase to 975,613 units.

Higher sales protected Japan's share of the U.S. market from further erosion in 1986 but that was about all. Led by another big increase in mini vans, sales of American compact makes expanded 13.4 percent to 1,627,535 vehicles and captured 63.5 percent of the market -- just 0.5 point less than in 1985. Even in the downsized pickup truck market Japanese competitors could do no more than hold their own since sales of domestic nameplates were up 8.9 percent to 635,850 units.

Higher truck sales, while bolstering Detroit's 1986 profit picture, did little to help hard-pressed American makers of original equipment parts. For them the bottom line is North American production of cars and trucks by U.S.-headquartered automotive manufacturers. By that measure last year was a near bust. Output totaled 12.4 million vehicles, 0.6 million units short of the 1985 tally and well below what producers still regard as the benchmark -- 1978's all-time-high production run of 14.6 million units.

Detroit's reduced parts requirements were just the most visible problem for OE manufacturers. The Big Three's slow but steady switch to outside vendors also proved to be a double-edged sword. Last year independents provided perhaps 30 percent of GM's parts, approximately half of Ford's and an estimated two-thirds of Chrysler's, but among the expanded ranks of outside suppliers were more foreign companies. Producers in low-wage countries continued to have an edge in the thousands of labor-intensive parts that go into cars and trucks. Moreover, the weaker dollar did little to stem the inflow of powertrain products and other major mechanical components from firms in Japan and Europe, mainly because many of those parts were covered by multi-year contracts signed before the dollar dropped.

Increased Big Three sourcing of production parts from Japan, pegged at $1 billion in 1986, was one reason imports of motor vehicle parts and accessories jumped again, this time by 36.9 percent to $6.1 billion. But domestic manufacturers have long pointed to the huge volume of replacement parts stamped Made in Japan as a bigger cause of both the U.S. industry's precarious position and the skyrocketing import number, and 1986 market developments did nothing to change that ranking.

American suppliers are on solid ground in linking the growth of imports primarily to replacement parts because the approximately 19.2 million Japanese vehicles sold in this country since the start of the 1980s have created a constantly expanding parts aftermarket. Their claim that Japanese-made replacement parts are a major cause of the industry's problems is largely off-base, however. After all, domestic manufacturers still control most sales of replacement parts for North American-built cars and trucks -- sales that make up roughly 85 percent of the U.S. aftermarket. They also are the main suppliers

of replacement parts for Japanese vehicles distributed through automotive repair shops, mass merchandisers and other nondealer channels. Where American producers do have some cause for complaint is the trouble they have had breaking the near stranglehold of Japanese suppliers on the parts operations of Japanese car and truck dealers. While the dealer network handles well under 50 percent of the service and repair parts for Japanese vehicles, this is the primary U.S. distribution channel for mechanical components and other high value-added products.

On top of the import pull of the expanding aftermarket for Japanese vehicles, the domestic assembly operations of Japanese automotive manufacturers are increasingly pushing up the parts statistics. In 1986 Honda of America, Nissan Motor Manufacturing and NUMMI turned out a total of 627,276 vehicles; the year before the number was 361,190 and in 1984 it was only 239,108. With all three companies sourcing their engines, transmissions and differentials or transaxles as well as other key production components from Japan, the growth of U.S. production is starting to translate into substantial import gains. But this is not the end of the ripple effect, as American parts suppliers are quick to point out in complaining about the limited amount of business they have so far won from the three Japanese producers. Their plants plus the four facilities other Japanese vehicle makers had under construction or on the drawing boards at the end of 1986 had prompted an influx of Japanese parts suppliers to the United States that depend on subassemblies brought in from Japan to operate their American factories.

Capital Goods - On paper the combination of the strong yen and the modest rise in U.S. equipment spending should have reined in the growth of capital goods imports for the second year -- even allowing for some price hikes due to the yen's appreciation. But just the opposite happened, in part because purchases of Japanese-made computers, peripherals and parts, which had marked time in 1985, shot up 45.4 percent to $4.7 billion.

Industry analysts were at a loss to explain the magnitude of the import jump, either overall or in particular product lines. Purchases of personal computers, for example, expanded by one-third to just under $0.6 billion on a shipment gain of twice that size despite the fact that the once high-flying U.S. personal computer market experienced its second year of single-digit growth. The success of Japanese makers in portable PCs generated some of this increase, but sales, while hot, were too limited in number to account for more than just a fraction of PC imports.

Conventional wisdom offered another possibility. Now that the IBM PC has become a commodity product, so this thinking goes, Japan's computer industry has finally been able to capitalize on its prowess in high-volume production and its commanding international lead in semiconductor memories and peripherals for small systems and make deep inroads in the American IBM-compatible market. The reality was otherwise, though. Despite a generally new lineup of products and a big marketing push in 1986, Japanese manufacturers remained bit players in a market still dominated by International Business Machines Corp. and a host of American rivals.

The jump of roughly one-half to $2 billion-plus in arrivals of Japanese-made peripherals was less puzzling. For one thing, the U.S. market for printers, disk drives and terminals expanded at a faster rate in both 1985 and last

year than the overall computer business, with the market's low end -- the stronghold of Japanese suppliers -- performing even better. Still, it was difficult to reconcile the size of the import jump with two partially related developments in Japan's peripherals industry in 1986 -- its loss of competitiveness in commodity products to other Asian countries in the wake of the yen's appreciation and another round of often deep price-cutting due to excess capacity.

The bottom line, however, was that Japanese manufacturers gained share in most segments of the U.S. peripherals market last year, generally at the expense of domestic competitors rather than foreign rivals. In printers -- where imports totaled $1.3 billion, including 3.4 million dot-matrix printers valued at $0.8 billion -- Japanese vendors strengthened their already dominant position in units for use with personal computers and workstations. Similarly, Japanese makers of Winchester disk drives tightened their control of the big market for low-capacity 5.25-inch hard drives, although American companies did keep them at bay in the high-capacity end. The story was much the same in floppy disk drives, with Japanese producers extending their lead in both the huge market for 5.25-inch units and the smaller one for microfloppies. In fact, the only peripherals business area where the Japanese competition came up short in 1986 was terminals and monitors.

Another flip-flop in semicondcutor imports also helped to boost the capital goods number by a higher-than-expected margin. This reversal, which converted 1985's drop of one-third into a gain of 5.8 percent to $1.3 billion, had perhaps as much to do with government actions as changing market conditions. Chip orders recovered from the anemic levels of 1985, with U.S. market bookings staying above billings through the year, in part because computer makers had worked off their excess inventories. But demand was still limited by the scaled-back performance of the computer industry and the modest growth posted by U.S. manufacturers of industrial and consumer electronics products, telecommunications equipment, transportation equipment and military hardware.

Yet even with an enormous glut of capacity overhanging the world semiconductor market, prices of commodity memory products -- 64K and 256K DRAMs (dynamic random access memories) and EPROMs (erasable programmable read-only memories) -- rallied last year. The first signs of a truce in the trans-Pacific price war that had sent quotes into a tailspin in 1985 came late that year when Japanese makers announced a round of price increases that they linked to the yen's appreciation. DRAM and EPROM prices went up again in the spring of 1986 after the Commerce Department preliminarily ruled that Japanese suppliers were dumping these products in the U.S. market. The much-publicized mid-year settlement of these trade cases produced another series of hikes, insuring that the growth in shipments from Japan would be magnified in the import statistics.

Price increases were also the name of the game in machine tools, with leading Japanese manufacturers marking up U.S. list prices by as much as 30 percent to cover part of the yen's appreciation. But these hikes, which lifted imports by a similar margin to $1.3 billion, did not translate into extra business for the beleaguered U.S. machine tool industry. Builders continued to be hamstrung by the same problem they had in 1985: the wait-and-see investment attitude prevalent in most domestic durable goods industries. Bookings showed some signs of life in 1986's first half because of strong aerospace demand and

goods orders from automotive manufacturers and their suppliers, but demand weakened after mid-year, producing a big drop in industry orders for the second straight year. And that was not the end of the bad news for American producers since it took another large reduction in the backlog of unfilled orders just to keep 1986 shipments at the year-earlier level.

Ironically, business was better for Japanese companies in 1986 than for domestic builders -- although probably not as robust as the 5.1 point gain to 26.7 percent in Japan's share of U.S. apparent consumption might suggest. For one thing, American capital goods makers in the market for small and medium-sized numerically controlled lathes and machining centers had little choice but to buy Japanese equipment since U.S. machine tool manufacturers have conceded commodity markets like these to the competition. Moreover, despite higher list prices, Japanese marketers apparently continued to price their products aggressively to prevent a repeat of the huge inventory buildup that occurred here in the early 1980s.

Consumer Goods - Deciding how to handle the yen's appreciation was a tough decision for all exporters, but Japan's consumer electronics makers had a harder job than most. With Korean, Taiwanese and Hong Kong suppliers already controlling low-end audio and video sales in this country, Japanese manufacturers ran the risk of helping the competition make deeper inroads in the fiercely competitive U.S. market if they raised export prices. At the same time, though, the thin profit margins generated by most consumer electronics products gave producers less room to absorb the rise in the yen's value. And to complicate matters more, U.S. sales of consumer electronics equipment seemed to be losing steam -- particularly video cassette recorders, the premier growth product of the 1980s.

In the end Japan's big consumer electronics manufacturers temporized, raising prices by 15 percent or so while expanding production in their plants both here and in Asia and concentrating more on high-end products. This strategy allowed most companies to maintain market share close to 1985 levels -- although not necessarily with products made in Japan. But profits took the expected beating and then some, mainly because of a softening VCR market.

Although market analysts predicted another round of VCR price-cutting in 1986 because of high post-Christmas inventories and signs that the days of go-go sales growth were over, Japanese manufacturers ignored the warnings. VCR shipments continued to pour into the United States last year, going up by 1.1 million units to 16.9 million worth $4.3 billion, and the predicted happened. Prices dropped by another $50 to $100 at retail as inventories swelled to 50 percent above the optimal level by the fall. The lower tags did generate extra volume, perhaps 10 percent more than in 1985, but profits, already squeezed, came under additional pressure.

Intermediate Goods - Japan's steel mills were also in a bind but of a different kind. Under a five-year agreement negotiated in March 1985 but retroactive to October 1, 1984, the industry's U.S.-bound shipments of carbon products are limited to 5.8 percent of apparent American consumption. For 1986 that worked out to be a low ceiling. Reduced output in the domestic automotive industry -- steel's single-largest customer -- put a damper on demand, as did declining production of industrial and agricultural machinery and rail transportation equipment. Lower energy prices also curtailed business from the oil

and gas sector. To make matters worse, the important construction and container markets were flat. That left electrical equipment and appliances as the only sources of increased steel demand.

The soft U.S. steel market, however, represented only part of the Japanese industry's export problem. Because mills had exceeded their quota in the first 15 months of the restraint program, last year's initial ceiling was trimmed by an extra 11.1 percent to 4.5 million tons to make up for the overshipments. The result was a disaster for struggling steel makers: shipments to their main export market, already down by one-tenth from 1984's total, dropped 26.2 percent to 4.4 million tons. In the process, Japan's share of the American steel business fell to only 4.9 percent -- the lowest level since 1973.

And that was not the end of the industry's troubles. With U.S. steel demand weakening for the third consecutive year, Japanese suppliers were hamstrung in their ability to pass on any of the yen's appreciation. Higher prices could cost them additional sales and that was a risk they were unwilling to take. As a result, steel imports contracted by the same margin as shipments -- 26.8 percent to $2.2 billion.

Import Prospects

After absorbing the bulk of the yen's steep appreciation in lower profit margins for two years to protect their U.S. market share, most Japanese exporters are no longer in a position to pursue this strategy. Even those that can are having second thoughts because of the growing number of American industries making noises about Japanese dumping. Higher export prices are therefore inevitable. But these hikes are unlikely to produce a bulge in the import numbers. With the U.S. economy still muddling along, shipments should decline by enough to keep 1987 purchases from Japan close to last year's figure.

For further information, contact Susan MacKnight.

* * * * * *

The views expressed in this report are those of the author and do not necessarily represent those of the Japan Economic Institute.

U.S. Imports from Japan by Commodity, 1985 and 1986

(in millions of dollars* and indicated quantity units)

Commodity	Quantity		Value		Percent Change	Japan's Share of U.S. Imports
	1985	1986	1985	1986	1985/86	1986
Total Imports			**$68,782.9**	**$81,911.1**	**19.1%**	**22.1%**
Automotive Products			**24,980.0**	**32,849.1**	**31.5**	**41.8**
Cars	2,527,467 no	2,618,709 no	16,231.3	21,060.1	29.7	46.5
Assembled Trucks	803,965 no	975,613 no	3,408.6	4,807.3	41.0	60.3
Truck and Truck Tractor Chassis	1,785 no	3,798 no	20.8	57.1	174.5	6.1
Truck Bodies (incl. cabs)	6,228 no	9,772 no	49.7	97.3	95.8	55.2
Truck Tractor Bodies	4,274 no	2,270 no	50.8	31.8	-37.4	73.0
Automotive Parts, Accessories and Engines			4,429.5	6,065.6	36.9	26.7
Body Stampings			155.5	197.9	27.3	58.7
Bumpers			40.9	53.8	31.5	18.8
Wheels			71.1	109.3	53.7	27.0
Radiators			23.3	33.2	42.5	22.4
Mufflers and Tailpipes			30.2	52.1	72.5	28.1
Brakes and Parts			66.8	92.6	38.6	13.0
Transmissions			252.2	513.1	103.4	33.5
Shock Absorbers			25.5	29.5	15.7	28.9
Engines and Parts			652.4	885.4	35.7	21.2
Engines	576,472 no	653,191 no	463.7	638.7	37.7	21.4
Parts			188.8	246.8	30.7	20.9
Starting and Ignition Equipment			165.9	243.4	46.7	42.3
Battery Charging Generators	1,098,976 no	1,071,208 no	23.0	29.5	28.3	37.6
Starting Motors	1,699,816 no	1,962,186 no	47.8	64.0	33.9	58.2
Spark Plugs	521,966,000 no	428,182,000 no	29.4	29.6	0.7	46.5
Ignition Wiring Sets			38.9	76.5	96.7	8.9
Pumps			54.9	78.7	43.4	29.4
Electric Lighting Equipment			53.1	67.3	26.7	29.3
Lead-Acid Batteries and Parts			29.6	34.1	15.2	31.4
Tires			467.2	475.6	1.8	29.0
Car Tires	8,027,564 no	8,496,980 no	207.7	243.0	17.0	26.7
Truck and Bus Tires	2,539,960 no	2,113,340 no	259.5	232.6	-10.4	31.9
Radios	779,976 no	628,143 no	42.1	38.7	-8.1	12.3
Toughened and Laminated Glass			22.7	31.7	39.6	12.0
Metal Hinges, Fittings and Mountings			34.8	49.8	43.1	17.7
Furniture			61.9	102.8	66.1	13.5
Snowmobiles	23,083 no	26,591 no	34.2	51.8	51.5	60.1
Golf Carts, Mopeds and Similar Vehicles	743,539 no	456,580 no	726.3	656.9	-9.6	93.9
Capital Goods			**21,515.7**	**25,333.9**	**17.7**	**33.2**
Nonelectric Machinery			14,448.9	17,230.9	19.3	36.7
Business Machines			6,274.1	7,901.9	25.9	47.6
Manual Office Typewriters	331,842 no	419,755 no	72.2	71.2	-1.4	54.2
Electric Office Typewriters	61,752 no	607,664 no	29.4	144.2	390.5	66.6
Calculators	20,431,856 no	16,154,418 no	278.3	197.9	-28.9	62.4
Cash Registers (excl. point-of-sale units)	431,156 no	424,766 no	108.3	100.4	-7.3	97.6
Office Copying Machines and Parts			966.5	1,283.3	32.8	90.8
Copying Machines	775,972 no	856,654 no	721.7	922.6	27.8	92.5
Parts			244.9	360.7	47.3	86.7

Commodity	Quantity 1985	Quantity 1986	Value 1985	Value 1986	Percent Change 1985/86	Japan's Share of U.S. Imports 1986
Microfilm and Microfiche Reader-Printer Combinations	121,704 no	102,838 no	$171.1	$129.5	-24.3%	65.1%
Data Processing Equipment and Parts			3,233.6	4,703.0	45.4	42.7
Data Processing Equipment			1,924.9	2,781.1	44.5	50.2
Parts			1,308.7	1,921.9	46.9	35.1
Telephone Answering Machines and Office Recording and Transcribing Machines (except battery-operated)			106.5	136.0	27.7	46.7
Machine Tools and Parts			975.8	1,272.8	30.4	47.5
Electric Discharge Machines	1,010 no	956 no	50.8	56.1	10.4	65.3
Numerically Controlled Lathes	3,765 no	3,888 no	220.3	228.0	3.5	77.4
Machining Centers	3,860 no	3,299 no	306.7	313.8	2.3	85.4
Milling Machines	483 no	280 no	46.6	24.3	-47.9	21.5
Punching and Shearing Machines	1,611 no	1,801 no	70.2	95.5	36.0	54.1
Parts			109.9	110.3	0.4	25.6
Casting Machines Used in Metallurgy and Parts			112.5	62.0	-44.9	54.2
Farm Tractors	72,264 no	69,266 no	280.5	314.0	11.9	44.5
Under 40 Horsepower	58,807 no	52,000 no	214.7	238.0	10.9	86.4
40-79 Horsepower	13,306 no	15,282 no	63.6	64.0	0.6	20.7
Tracklaying Tractors for Farm Use	666 no	1,971 no	19.5	63.0	223.1	55.9
Hydraulic Excavators and Other Excavating Machinery and Parts			508.1	504.4	-0.7	34.4
Backhoes, Shovels, Clamshells and Draglines	3,245 no	5,200 no	138.1	235.6	70.6	52.2
Parts			122.9	127.8	4.0	21.0
Front-End Loaders	4,742 no	5,682 no	208.1	192.0	-7.7	32.2
Forklifts and Other Self-Propelled Work Trucks and Parts	34,426 no	31,264 no	274.1	300.5	9.6	44.7
Conveyors, Jacks and Other Materials Handling Equipment and Parts			180.2	243.6	35.2	23.2
Conveyors (except belt type)			22.0	64.4	192.7	55.1
Hydraulic Jacks	624,224 no	374,473 no	41.1	31.0	-24.6	34.5
Parts			33.5	53.9	60.9	13.2
Textile Machinery and Parts			176.2	237.8	35.0	21.9
Commercial Sewing Machines	181,795 no	214,717 no	59.7	100.6	68.5	71.9
Weaving Machines and Parts			32.9	21.8	-33.7	10.1
Knitting Machines and Parts			27.1	42.2	55.7	24.5
Pulp and Paper Mill Machinery and Parts			22.2	52.5	136.5	11.0
Sawmill and Other Woodworking Machinery and Parts			19.5	34.8	78.5	12.0
Printing Equipment and Parts			181.3	256.8	41.6	28.2
Sheet-Fed Offset Printing Presses	420 no	461 no	73.9	105.0	42.1	31.9
Roll-Fed Offset Printing Presses	57 no	116 no	51.7	73.5	42.2	52.9
Food Processing Machinery and Parts			19.1	33.5	75.4	11.9
Machinery and Parts for Making Plastics and Rubber			105.1	161.5	53.7	28.1
Injection Molding Machinery	909 no	1,229 no	50.9	99.3	95.1	44.5
Molds for Plastics and Rubber			20.0	29.6	48.0	11.6
Machinery and Parts for Wrapping or Packaging Candy and Tobacco Products			26.4	46.9	77.7	10.9
Automatic Weighing Machinery			29.5	37.8	28.1	72.0
Industrial Equipment for Treating Materials by Temperature Change and Parts			57.3	50.7	-11.5	15.2
Airconditioning Machinery and Parts			168.9	214.7	27.1	62.7
Pumps (except for motor vehicles) and Parts			74.2	77.7	4.7	12.1
Compressors and Parts			344.9	392.8	13.9	53.1
Refrigeration and Airconditioning Compressors Under 1/4 Horsepower	1,329,633 no	1,546,371 no	52.1	63.5	21.9	48.4
Refrigeration and Airconditioning Compressors Between 1/4 and 1 Horsepower	1,214,069 no	990,309 no	54.4	44.8	-17.6	49.8

Commodity	Quantity 1985	Quantity 1986	Value 1985	Value 1986	Percent Change 1985/86	Japan's Share of U.S. Imports 1986
Refrigeration and Airconditioning Compressors Over 1 Horsepower	3,114,718 no	3,461,733 no	$153.7	$206.3	34.2%	88.5%
Fans and Blowers (except for motor vehicles) and Parts			64.7	77.8	20.2	13.0
Power Hand Tools			187.6	192.1	2.4	44.5
Electric Hand Tools			135.0	202.8	50.2	61.8
Electric Drills	1,233,251 no	1,323,407 no	40.5	56.0	38.3	64.7
Electric Saws	566,079 no	847,869 no	34.6	60.1	73.7	82.4
Tools for Hand or Machine Use			162.4	173.3	6.7	22.2
Bearings and Parts			299.4	290.3	-3.0	43.8
Radial Ball Bearings			119.7	104.9	-12.4	43.0
Tapered Roller Bearings and Parts			100.8	94.4	-6.3	73.2
Taps, Cocks, Valves and Similar Devices and Parts			186.9	235.4	25.9	22.4
Speed Changers and Other Transmission Equipment			55.7	58.6	5.2	15.6
Small Stationary Diesel Engines and Parts			110.7	135.3	22.2	26.3
Small Stationary Gas Engines and Parts			161.1	227.7	41.3	66.1
Steam Turbines and Parts			40.8	47.1	15.4	36.3
Electromedical Apparatus and Parts			151.9	206.3	35.8	30.1
X-Ray Apparatus and Parts			85.7	100.8	17.6	16.6
Medical, Dental and Veterinary Instruments and Parts			154.5	203.4	31.7	35.0
Optical Instruments (excl. electro-optical)			88.4	132.5	49.9	76.5
Telescopes and Binoculars	6,525,630 no	4,128,265 no	110.8	103.8	-6.3	2.5
Microscopes and Parts			64.4	78.8	22.4	48.6
Nonelectric Measuring, Checking, Analyzing and Controlling Instruments and Parts			163.5	154.3	-5.6	23.9
Drafting and Marking Out Devices			47.2	50.1	6.1	33.1
Electric Measuring, Checking, Analyzing and Controlling Instruments and Parts			403.4	485.9	20.5	26.6
Instruments for Measuring or Controlling Liquids and Gases			56.8	80.1	41.0	28.4
Instruments for Physical or Chemical Analysis			31.3	34.3	9.6	21.6
Instruments and Apparatus for Checking or Measuring Electrical Quantities			119.4	112.7	-5.6	43.4
Film Processing and Printing Equipment			106.4	160.1	50.5	65.5
Magnetic Media			761.6	863.0	13.3	62.6
Blank Audio Cassettes	70,235,346 no	67,536,899 no	80.7	71.1	-11.9	47.6
Blank Video Cassettes	123,539,802 no	142,968,638 no	397.5	461.4	16.1	63.9
Blank Audio Recording Media (excl. cassettes and cartridges)			34.5	60.6	75.7	57.3
Blank Video Recording Media (excl. cassettes and cartridges)			131.8	148.0	12.3	89.0
Blank Computer Tape			54.2	62.9	16.1	45.8
Buildings, Door Frames and Other Structures of Nonferrous Metals			48.4	129.4	167.4	44.1
Electric Machinery			6,542.6	7,532.5	15.1	34.9
Semiconductors			1,205.7	1,275.5	5.8	22.4
Discrete Devices			326.3	347.0	6.3	28.3
Transistor Parts			217.9	232.9	6.9	38.2
Integrated Circuits			879.4	928.5	5.6	20.8
Linear (Analog) Chips	48,289,949 no	54,844,925 no	45.3	47.9	5.7	8.0
Digital Bipolar Chips			93.2	126.1	35.3	11.7
Digital Metal Oxide on Silicon Chips	201,655,545 no	296,194,229 no	699.8	694.4	-0.8	28.8
Chips, Dice and Wafers			119.8	116.1	-3.1	43.1
Mounted Piezo Electrical Crystals	106,254,418 no	90,352,210 no	39.3	46.3	17.8	67.4
Printed Circuit Boards	9,359,894 no	12,287,199 no	81.0	131.2	62.0	33.7

Commodity	Quantity 1985	Quantity 1986	Value 1985	Value 1986	Percent Change 1985/86	Japan's Share of U.S. Imports 1986
Capacitors			$121.2	$137.4	13.4%	36.5%
Fixed Aluminum Electrolytic Capacitors	817,518,745 no	901,358,717 no	55.8	57.8	3.6	80.3
Fixed Ceramic Capacitors	1,426,328,366 no	1,583,820,790 no	36.7	45.4	23.7	29.6
Electronic Tubes and Parts (excl. television picture tubes)			61.9	69.1	11.6	31.1
Cathode Ray Tubes			30.2	32.9	8.9	68.2
Microphones, Loudspeakers and Amplifers and Parts			589.2	544.4	-7.6	56.9
Loudspeakers	45,921,410 no	40,127,085 no	256.9	245.4	-4.5	61.6
Audiofrequency Amplifiers	3,193,381 no	2,337,589 no	212.2	182.4	-14.0	66.8
Television Cameras and Parts	791,827 no	510,200 no	425.0	383.2	-10.0	94.1
Radio Transceivers (excl. citizens' band)	618,314 no	541,781 no	129.6	112.4	-13.3	42.1
Radio Antennas (excl. citizens' band)	1,993,424 no	3,195,677 no	20.1	32.5	61.7	49.9
Radar and Radio Navigational Aids and Parts			67.5	91.9	36.1	26.7
Radiotelephonic Apparatus and Parts			279.9	308.8	10.3	32.0
Telephone Apparatus and Parts			735.2	756.7	2.9	42.0
Telephone Switching Equipment and Parts			205.2	162.8	-20.7	40.4
Telephone Instruments and Parts			404.3	363.6	-10.1	38.6
Teleprinting and Teletypewriting Machines and Parts			52.5	14.9	-71.6	63.5
Telegraph Apparatus and Instruments and Parts			298.6	323.8	8.4	71.0
Electrical Transformers and Parts			25.5	33.3	30.6	10.7
Switchgear			468.5	538.1	14.9	25.9
Switches			202.1	210.9	4.4	24.5
Relays			83.0	74.4	-10.4	39.1
Connectors			37.7	48.1	27.6	16.5
Rectifiers and Rectifying Equipment			114.7	154.9	35.0	25.5
Resistors			82.9	83.7	1.0	25.4
Insulated Electrical Conductors With Fittings			61.2	73.1	19.4	16.2
Insulated Electrical Conductors Without Fittings			17.5	27.4	56.6	11.5
Electric Motors and Generators			179.6	228.0	26.9	25.6
Electric Motors Under 1/40 Horsepower	12,859,644 no	13,319,305 no	83.6	87.8	5.0	55.1
Generator Sets			52.2	79.7	52.7	41.0
Gasoline Engine Generators Not Over 5 Kilowatts	148,475 no	142,098 no	43.1	60.1	39.4	99.2
Welding Equipment and Parts			96.0	87.0	-9.4	39.6
Batteries and Parts (excl. lead-acid batteries)			130.0	210.4	61.8	57.8
Primary Cells and Primary Batteries and Parts			65.5	99.4	51.8	55.7
Nickel-Cadmium Storage Batteries	17,658,970 no	29,236,352 no	52.2	82.0	57.1	58.1
Permanent Magnets and Magnetic Workholders			79.3	93.4	17.8	48.3
Electric Signalling Apparatus and Parts			163.2	210.7	29.1	30.8
Indicator Panels and Parts			86.4	112.1	29.7	57.8
Transport Equipment			524.2	570.5	8.8	7.4
Civilian Aircraft Parts and Engines			375.7	473.5	26.0	9.6
Self-Propelled Rail Vehicles	94 no	1 no	49.5	0.4	-99.2	1.3
Parts for Rolling Stock			58.9	62.3	5.8	15.2
Consumer Goods			14,017.2	15,451.1	11.0	19.7
Color Video Cassette Recorders	15,754,990 no	16,888,994 no	4,084.8	4,307.3	5.4	96.2
Black-and-White Video Cassette Recorders	141,778 no	699,317 no	48.8	151.6	210.7	98.2
Video Tape Players	195,485 no	225,194 no	81.1	95.5	17.8	84.4
Assembled Color Television Receivers	1,808,721 no	1,530,546 no	477.9	502.1	5.1	34.6
Assembled Black-and-White Television Receivers	714,861 no	725,763 no	64.7	59.0	-8.8	21.8
Television Combinations			136.8	345.6	152.6	65.4
Unassembled Television Receivers and Incomplete Subassemblies			285.0	306.5	7.5	31.4
Television Picture Tubes and Parts			113.4	122.2	7.8	45.7

Commodity	Quantity 1985	Quantity 1986	Value 1985	Value 1986	Percent Change 1985/86	Japan's Share of U.S. Imports 1986
Parts for Television Receivers			$649.6	$676.7	4.2%	47.5%
Converters, Preamplifiers, Amplifiers and Couplings for Cable Television			307.8	313.4	1.8	
AM and AM/FM Radio Receivers (except for motor vehicles)	5,502,110 no	4,455,365 no	264.8	234.2	-11.6	57.7
Radio Receivers (except entertainment broadcast band)			52.4	46.1	-12.0	43.7
Radio-Tape Recorder Combinations	5,731,264 no	2,596,305 no	278.8	135.3	-51.5	56.1
Radio-Tape Player Combinations	11,220,463 no	11,611,974 no	675.7	712.9	5.5	40.9
Radio-Phonograph-Tape Recorder Combinations	646,504 no	1,049,907 no	225.8	635.6	181.5	48.5
Radio-Phonograph-Tape Player Combinations	527,422 no	244,184 no	35.4	20.9	-41.0	95.7
Audio Tape Players	5,084,910 no	5,153,790 no	121.4	151.9	25.1	27.7
Audio Tape Recorders and Parts	4,530,232 no	3,592,487 no	525.3	555.6	5.8	73.2
Tape Recorder and Tape Player Combinations (not incorporating radio or television receiver)						62.2
Record Players, Phonographs, Record Changers and Turntables and Parts			142.7	210.2	47.3	
Electric Appliances and Parts	4,624,959 no	5,575,509 no				43.6
Refrigerators and Parts			373.8	533.2	42.6	
Parts			808.5	763.3	-5.6	89.9
Microwave Ovens			70.7	73.6	4.1	29.6
Electric Stoves and Ranges and Parts	3,601,307 no	3,547,653 no	42.3	44.9	6.1	21.1
Window and Wall Airconditioners			407.4	367.1	-9.9	45.0
Home Sewing Machines	116,194 no	95,985 no	172.2	178.1	3.4	49.9
Kerosene Heaters	228,556 no	133,472 no	26.5	27.1	2.3	84.8
Lawn Mowers and Parts	1,218,757 no	740,780 no	31.5	28.3	-10.2	31.6
Portable Typewriters			56.6	43.3	-23.5	19.6
Typewriter and Similar Ribbons	1,421,237 no	922,741 no	36.3	50.7	39.7	43.9
Electric Filament Lamps (excl. sealed beams)			120.6	88.5	-26.6	42.9
Mirror Glass			9.4	35.5	277.7	62.7
Earthen and China Tableware and Household Articles			45.6	65.8	44.3	66.1
Nonbone China Tableware			23.7	31.9	34.6	26.0
Earthen Tableware			392.0	391.5	-0.1	31.0
Table Flatware and Kitchen Knives	195,497,796 pc	150,243,924 pc	149.4	144.5	-3.3	35.5
Metal Housewares	332,884,500 pc	304,721,580 pc	177.2	174.7	-1.4	37.6
Pipe Wrenches and Spanners and Parts			106.6	93.1	-12.7	53.7
Fixed Focus Still Cameras			43.3	47.6	9.9	33.7
Variable Focus Still Cameras			25.3	27.1	7.1	6.3
Still Camera Parts	388,156 no	934,661 no	12.4	36.4	193.5	22.4
Mounted Photographic Lenses	5,218,913 no	6,093,120 no	489.6	643.2	31.4	31.1
Flash Apparatus			27.4	34.0	24.1	88.8
Still Photographic Color Film (35 mm)	5,613,419 no	5,026,321 no	158.2	194.5	22.9	42.6
Optical Elements			48.6	54.5	12.1	80.8
Glasses and Frames	42,361,181 no	42,156,986 no	52.2	54.3	4.0	66.0
Frames			107.0	129.8	21.3	61.4
Clocks and Watches and Parts			63.6	86.0	35.2	37.9
Solid State Electronic Watches	604,894 no	705,154 no	40.7	58.6	44.0	13.9
Other Watches Without Balance Wheel and Hairspring	8,565,226 no	10,574,362 no	476.2	472.9	-0.7	20.0
Electric Clocks (incl. battery operated)	14,815,614 no	15,598,682 no	52.0	48.9	-6.0	31.0
Toys and Sporting Goods	4,801,537 no	4,707,567 no	305.6	303.5	-0.7	29.8
Toys			39.4	42.3	7.4	40.3
Rubber or Plastic Toys			563.8	523.1	-7.2	38.8
Models			257.1	134.8	-47.6	11.8
Video Games and Parts			126.2	81.6	-35.3	6.9
Firearms and Parts			30.6	44.5	45.4	19.1
Fishing Equipment			77.5	129.7	67.4	22.4
			45.4	54.0	18.9	49.7
			81.0	79.2	-2.2	25.0
						35.3

Commodity	Quantity 1985	Quantity 1986	Value 1985	Value 1986	Percent Change 1985/86	Japan's Share of U.S. Imports 1986
Musical Instruments and Parts			$293.7	$391.0	33.1%	59.0%
Pianos and Parts			57.3	67.2	17.3	48.4
Electronic Musical Instruments			175.7	245.1	39.5	89.2
Motorcycles and Parts (excl. engines)			883.8	853.3	-3.5	92.8
Motorcycles	710,674 no	534,742 no	693.7	691.6	-0.3	94.0
Motorcycles with Piston Displacement Between 190 cc and 290 cc	118,642 no	104,780 no	115.6	140.2	21.3	97.7
Motorcycles with Piston Displacement Over 290 cc	239,129 no	191,332 no	418.3	410.3	-1.9	92.8
Parts (excl. engines)			190.1	161.7	-14.9	87.9
Adult Bicycles and Parts			124.1	155.2	25.1	34.1
Bicycles	532,719 no	465,173 no	58.9	68.4	16.1	23.1
Parts			65.3	86.8	32.9	54.4
Outboard Motors and Parts	157,450 no	124,010 no	129.1	183.5	42.1	70.5
Parts for Pleasure Boats			19.0	36.6	92.6	29.5
Clothing and Accessories			487.3	464.0	-4.8	2.7
Women's Cotton Slacks	11,099,292 no	8,859,888 no	78.8	59.6	-24.4	9.6
Women's and Girls' Cotton and Manmade-Fiber Knit Shirts	7,794,456 no	7,450,320 no	23.0	25.9	12.6	3.4
Scarves, Shawls and Mufflers			27.2	42.9	57.7	27.0
Furniture			68.6	75.5	10.1	2.3
Pearls (not set or strung)			200.4	161.5	-19.4	83.2
Jewelry			67.2	74.4	10.7	3.0
Works of Art			40.0	45.4	13.5	4.5
Printed Material			153.1	197.0	28.7	14.3
Books			93.6	125.7	34.3	18.3
Pens and Pencils			109.4	129.3	18.2	57.5
Ballpoint Pens	186,712,492 no	223,740,442 no	38.9	50.5	29.8	61.3
Marking Pens			23.4	31.7	35.5	58.4
Cigarette Lighters and Parts			29.3	25.9	-11.6	27.7
Pharmaceuticals			165.5	261.0	57.7	11.9
Bulk Vitamins			42.2	50.9	20.6	32.0
Bulk Antibiotics			24.5	42.5	73.5	20.9
Benzenoid Drugs			75.8	131.7	73.7	13.6
Intermediate Goods			**7,035.3**	**6,948.7**	**-1.2**	**6.8**
Steel Mill Products	5,990,077 stn	4,422,244 stn	3,048.3	2,231.5	-26.8	27.3
Ingots, Blooms, Billets and Slabs (excl. alloyed)	2,244 stn	155,266 stn	0.7	27.2	3,785.7	7.3
Wire Rods and Bars	1,190,072 stn	841,812 stn	453.1	345.7	-23.7	21.6
Unalloyed Wire Rods	236,553 stn	216,685 stn	84.7	83.6	-1.3	22.7
Alloyed Wire Rods	57,890 stn	54,464 stn	39.8	41.1	3.3	42.0
Cold-Formed Unalloyed Bars	72,849 stn	34,791 stn	34.0	17.3	-49.1	22.5
Semifinished Angles, Shapes and Sections Over 3"	669,259 stn	408,494 stn	202.3	129.7	-35.9	24.3
Plates and Sheets	2,945,492 stn	2,535,358 stn	1,430.3	1,209.6	-15.4	31.5
Tin Plate and Tin-Coated Sheets	253,122 stn	202,906 stn	137.2	113.0	-17.6	54.8
Coated Plates and Sheets	1,492,082 stn	1,237,330 stn	748.0	628.5	-16.0	49.8
Unalloyed Non-Pickled Plates and Pickled Sheets	214,634 stn	211,684 stn	72.0	67.0	-6.9	10.5
Black Plate	141,149 stn	139,295 stn	59.8	56.9	-4.8	67.0
Unalloyed Hot-Rolled Sheets	130,642 stn	104,393 stn	43.1	31.5	-26.9	9.5
Unalloyed Cold-Rolled Sheets	624,185 stn	527,367 stn	257.7	208.4	-19.1	23.5
Plates, Sheets and Strip of Alloy Tool Steel	58,461 stn	79,203 stn	58.4	70.4	20.5	56.4
Strip	72,072 stn	50,981 stn	82.0	62.7	-23.5	30.1
Alloy Tool Steel Strip	31,581 stn	18,201 stn	48.5	30.8	-36.5	53.5
Rails	210,896 stn	88,661 stn	83.5	34.3	-58.9	43.1
Wire (excl. flat wire and insulated electric wire)	140,617 stn	107,502 stn	100.8	80.3	-20.3	21.0
Unalloyed and Uncoated Wire	94,322 stn	74,946 stn	54.5	47.6	-12.7	29.1

Commodity	Quantity 1985	Quantity 1986	Value 1985	Value 1986	Percent Change 1985/86	Japan's Share of U.S. Imports 1986
Tubes, Pipes and Fittings	1,425,788 stn	717,304 stn	$889.6	$464.4	-47.8%	29.2%
Cast Fittings, Forged Steel Flanges and Butt-Weld Fittings	40,414 stn	25,703 stn	67.0	51.8	-22.7	35.7
Unalloyed Welded or Seamless API Line Pipe	271,457 stn	178,563 stn	114.5	73.9	-35.5	27.3
Unalloyed Welded or Seamless Pipes and Tubes, Not Threaded	189,680 stn	61,526 stn	68.6	24.9	-63.7	20.4
Unalloyed Welded or Seamless Pipes and Tubes, Threaded	261,114 stn	83,430 stn	179.9	53.7	-70.2	65.3
Unalloyed Pipes and Tubes of Circular Cross Section	186,789 stn	102,700 stn	103.8	55.7	-46.7	42.7
Stainless and Alloy Tool Steel Pipes and Tubes	90,855 stn	46,948 stn	118.3	74.3	-37.2	38.6
Nonferrous Metals			535.0	504.6	-5.7	6.6
Copper and Copper Alloys			106.9	121.0	13.2	8.8
Pipes and Tubes			62.2	71.4	14.8	42.0
Aluminum and Aluminum Alloys			347.5	330.3	-4.9	12.0
Wrought Aluminum Sheets and Strip, Not Clad	152,993 stn	152,351 stn	313.8	294.1	-6.3	45.7
Titanium	3,476 stn	2,673 stn	28.5	21.3	-25.3	59.1
Steel Pillars, Girders and Similar Structural Units			30.0	27.8	-7.3	16.2
Metal Containers			141.0	14.0	-90.1	8.4
Wire Products (excl. insulated electric wire)			140.1	131.3	-6.3	24.9
Steel Wire Strand, Unfitted and Uncovered	48,610 stn	41,165 stn	47.4	46.3	-2.3	29.2
Brass-Plated Steel Rope and Cable, Unfitted and Uncovered	24,800 stn	21,190 stn	49.8	45.2	-9.2	39.6
Nails and Industrial Fasteners			419.4	384.4	-8.3	34.4
Steel Bolts and Bolts With Nuts	55,320 stn	48,092 stn	51.1	57.9	13.3	39.0
Steel Nuts	56,105 stn	45,757 stn	88.8	80.5	-9.3	46.7
Steel Screws	177,510 stn	136,363 stn	200.5	172.4	-14.0	52.6
Locks and Padlocks			18.3	30.2	65.0	14.9
Steel Chains			60.6	68.5	13.0	45.7
Industrial Chemicals (excl. fertilizers and pharmaceuticals)			1,098.1	1,359.7	23.8	18.9
Organic Chemicals Found Naturally in Coal Tar			69.9	54.0	-22.7	12.7
Benzene	26,770,814 gal	31,340,791 gal	34.6	26.4	-23.7	20.9
Toluene	24,603,243 gal	30,122,125 gal	29.7	21.8	-26.6	19.4
Other Cyclic Organic Chemical Products			123.1	139.0	12.9	16.2
Aromatic or Odoriferous Compounds (incl. flavors)			57.8	65.1	12.6	65.7
Organic Acids, Acid Anhydrides and Salts			42.9	127.3	196.7	38.6
Amino Acids and Other Nitrogenous Compounds			113.5	142.5	25.6	20.0
Synthetic Organic Dyestuffs			117.2	155.2	32.4	33.4
Plastic Materials and Resins			321.4	344.0	7.0	21.7
Flexible Film, Strips and Sheets of Plastic Materials			135.1	156.7	16.0	27.2
Synthetic Rubber			35.5	33.0	-7.0	11.2
Rubber or Plastic Hose, Pipe and Tubing			35.7	62.2	74.2	29.0
Rubber or Plastic Gaskets			34.1	49.9	46.3	23.3
Tires and Tubes (excl. car, truck and bus tires)			94.8	100.8	6.3	28.9
Plywood and Veneers	114,099 msf	117,208 msf	37.4	27.4	-26.7	3.3
Paper Products			106.4	137.3	29.0	2.3
Coated Paper and Paperboard			66.7	91.6	37.3	12.9
Yarns, Fabrics and Made-Up Textile Articles			715.2	855.4	19.6	14.8
Manmade-Fiber Yarn	9,630 stn	11,944 stn	42.5	61.5	44.7	13.6
Cotton Fabrics	111,755,237 syd	117,690,865 syd	142.6	163.5	14.7	16.3
Manmade-Fiber Fabrics	217,790,778 syd	304,217,489 syd	272.2	357.1	31.2	37.7
Fabrics 85 Percent or More By Weight Polyester	134,181,919 syd	186,794,941 syd	135.9	211.0	55.3	54.1
Silk Fabrics	4,906,444 syd	5,189,809 syd	21.6	27.4	26.9	13.8
Wool Fabrics	7,338,185 syd	5,156,937 syd	27.6	27.1	-1.8	20.1
Wadding, Batting and Nonwoven Fabrics	1,834 stn	1,594 stn	41.9	37.5	-10.5	44.0

Commodity	Quantity 1985	Quantity 1986	Value 1985	Value 1986	Percent Change 1985/86	Japan's Share of U.S. Imports 1986
Ceramic Tile	80,536,221 sft	54,556,963 sft	$66.5	$59.9	-9.9%	18.9%
Electrodes for Electric Furnaces and Electrolytic Use	36,791 stn	30,224 stn	64.9	53.1	-18.2	49.7
Coke for Use as Fuel	464,265 stn	294,103 stn	36.0	23.0	-36.1	90.7
Photographic Film and Paper (excl. film packaged for retail sale)			345.7	358.3	3.6	43.1
Medical X-Ray Film	90,220,783 sft	76,429,306 sft	71.7	55.2	-23.0	45.1
Silver Halide Color Photographic Paper	686,697,071 sft	682,674,112 sft	133.9	131.0	-2.2	48.4
Food and Feed			500.3	503.9	0.7	2.1
Fish and Fish Products			278.1	260.1	-6.5	5.5
Fresh, Chilled or Frozen Tuna	26,618 stn	16,177 stn	42.7	22.9	-46.4	9.6
Scallops	5,441 stn	5,822 stn	43.7	50.4	15.3	26.2
Alcoholic Beverages			27.7	31.3	13.0	1.0
Miscellaneous Imports			734.4	824.4	12.3	7.8
U.S. Goods Returned			346.8	369.7	6.6	6.2
Estimated Shipments			315.3	389.2	23.4	19.1

Key to quantity abbreviations:
- gal = gallons
- msf = thousand square feet
- no = number
- pc = pieces
- sft = square feet
- stn = short tons
- syd = square yards

*Imports are valued on a Customs value basis.

Source: U.S. Department of Commerce, U.S. General Imports: Schedule A Commodity by Country (FT 135), December 1985 and December 1986